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Organizational Summary: Next Step® Network

Next Step's mission is to put sustainable homeownership within reach of everyone, while transforming the manufactured housing industry one home at a time.

Manufactured housing represents the largest source of unsubsidized affordable housing in the US, making up more than 10% of housing stock in 18 states. It is home to roughly 17 million Americans with median household incomes around \$30,000 versus \$50,000 for residents of site-built housing. Since 1989, it accounted for 21% of all new single-family homes sold; and in 2009, it accounted for 43% of all new homes sold for under \$150,000.

The Next Step Network is building a value chain where manufactured housing companies work with nonprofit affordable housing providers to create more opportunities for lower-income Americans to achieve homeownership. We connect fair financing, homebuyer education and a system for delivering quality manufactured housing at scale; enabling our Network to help more homeowners achieve wealth by growing equity, preserving assets and replacing substandard mobile homes with new ENERGY STAR qualified homes.

Next Step emerged as an independent social enterprise in 2013. The enterprise is composed of a parent nonprofit, Next Step Network, Inc., dedicated to educating and training Network Members, with a for-profit subsidiary, Next Step Homes, LLC, handling the purchase and sale of homes from for-profit manufacturers, earning fees based on sales volume.

Next Step addresses the manufactured housing industry's deficiencies and overcomes the public stigma by changing how homes are designed, bought, sold and financed. We have found that when a manufactured home is done right every single time – on the right foundation, providing comprehensive homebuyer support, and with the right financing – we can create an opportunity for systemic change. By following the Next Step System, our Network fulfills manufactured housing's potential for affordability and durability, providing one of the best opportunities for families to purchase homes and build wealth.

By scaling our program, we expect to see a Network with greater capacity to deliver a growing volume of Next Step homes; and as a result, more prepared homebuyers with access to fair home financing, improved housing quality and reduced energy costs. In communities, we expect our homes to provide an asset-building opportunity for lower-income families. And, we expect the efficiency of the factory-built process combined with the green features of Next Step homes to increase the reduction of greenhouse gas emissions nationwide.

To learn more about Next Step, please visit www.NextStepUS.org.